METRO REPORT

April 1998 Volume VI Issue IV

Making New York City into a more Civil City

Giuliani Tells City's Drivers To Slow Down Or Pay Up

By NORIMITSU ONISHI

A month after vowing to make New York into a more civil city, Mayor Rudolph W. Giuliani yesterday announced that an important strategy toward that goal would begin today: speed enforcement.

Flanked by some of the top-ranking officials of the New York Police Department, the Mayor held a news conference inside City Hall to announce that officers would be strategically stationed across the five boroughs to crack down on speeders. Meanwhile, officials said that 1,100 new speed-limit signs would dot the city by the end of the month.

"If you don't know that the speed limit is 30 miles per hour, or 40 miles per hour in certain places, tough luck," Mr. Giuliani said. "You're going to get a ticket anyway and go tell a judge that."

The Mayor first spoke about speed limits late last month, invoking Plato in a speech in which he listed cracking down on reckless motorists and urging city workers to be more courteous as steps to a New Eden. He had initially talked of a surprise day of "zero tolerance" on speeders, but Mr. Giuliani seemed to have changed the strategy, saying that publicity would deter drivers from speeding.

Police Commissioner Howard Safir also softened his position. When he was asked whether the police would stop drivers going over limits by 1 or 2 m.p.h., he said, "What we expect our police officers to do is to use their proper judgment."

Commissioner Safir said that officers would be posted on thoroughfares where fatalities and accidents have frequently occurred, using radar guns to fine speeders $65 to $500. He refused to say how many officers would be assigned to speed enforcement duties today. He said, though, that none of the officers would be redeployed from existing patrol forces and that none of them would be working on overtime.

Mr. Giuliani made clear that he wanted to stop speeders as much by exhortation as by enforcement. "You actually get something out of just talking about this," the Mayor said.

And it was also clear what kind of symbolic pose the law-and-order Mayor was striking at yesterday's news conference, surrounding himself not with Department of Transportation officials, but with the Police Department's top brass. Standing next to the Mayor was a phalanx of chiefs in crisp blue uniforms.

The Mayor's civility speech last month earned him several positive interviews on national television. And Mr. Giuliani, whose aides privately push him forward as a national political candidate, has made several trips out of the city and is in fact scheduled today to give a speech at a United Jewish Appeal convention in Washington.

Many political strategists saw Mr. Giuliani's emphasis on civility as a way to appeal to an audience beyond New York City by trying to be seen as the man who not only reduced crime, but also made the famously surly and chaotic city more like the rest of America. Mr. Giuliani, however, has always insisted that the crackdown on speeding and other initiatives like pedestrian barricades and a push against jaywalking, were intended to make the city safer.

"If someone is using their bicycle in a way that violates the law, they should get a summons," he said yesterday. "If someone is crossing in the middle of traffic for jaywalking, they should get a summons. All of these things are part of making the city safer. There's been a lot of ridicule about it, which is unfortunate."

Political calculus, though, did not seem far from the Mayor's mind yesterday, if sometimes subconsciously. Reporters asked whether a machine that electronically displays the speed of oncoming vehicles had a margin of error.

"Like a political poll?" the Mayor asked, laughing. "Like plus or minus 3 percent?"

About 12,000 speeding tickets have been issued this year, or about 150 a day, the police said. Mr. Safir said that after today the police would periodically crack down on speeders and, in general, step up enforcement.

After an appearance before the City Council earlier yesterday, Richard A. Malchow, acting Commissioner of the Department of Transportation, said that his workers had already installed about half of the 1,100 signs throughout the city.

Officials at the Automobile Club of New York said yesterday that the Mayor's softened position was an improvement over the "zero tolerance" he had announced last month.

"The Mayor used the word 'zero tolerance' and gave the impression that enforcement would begin at 1 mile per hour over the limit, which is unrealistic and impractical," said Mark Kulewicz, a traffic engineer at the club.

"It would have achieved no purpose to crack down that tightly on marginal violators. The real focus needs to be on the flagrant speeder. The safest speed to drive is the speed that all the cars are going."

51847 1018

Source: https://www.industrydocuments.ucsf.edu/docs/xfjy0000

WINSTON Decal Mailing
(Contact: Lori O'Connor, #3019)

- WINSTON is mailing two decals "No ID, No Smokes, No Bull" to all retail stores (with the exception of supermarkets) with a volume of over 75 CPW.
- Decals should begin arriving the week of 4/27/98.
- Objective of this program is to provide retailers with signage showing they ID all smokers.
- Residual quantities of decals can be ordered on 5/4/98, Item #543965, for use in supermarkets.

"We Card" Order Form in F3Fill
(Contact: Carolyn Brinkley, #5888)

- "We Card" Materials Order Form available in F3Fill
  - Click on "Field Sales Forms"
  - Click on "Order Forms"
  - Click on "Misc. & Tracing"
  - Click on "We Card" Form
- E-mail form to Carolyn G. Brinkley or FAX to (336) 741-5607.

Play the other side's role in practice negotiations

Whenever you have to negotiate something important in business, set up a practice exercise with a colleague. Victoria Ruttenberg, a lawyer and mediator in Washington, D.C., tells managers to play the other side's role when they practice. Try to anticipate the position the other side will take—and understand the reasons *why* they are taking that position. This allows you to negotiate from a point of strength. ☐

—Adapted from *The Wall Street Journal*

According to salesman J. T. Auer, handshakes fall into 9 categories:

1. **The flabby handshake.** Some people hand you a limp, soft paw that feels like overcooked pasta. They are pessimists who need reassurance before anything else.

2. **The squeeze.** They squeeze your hand like a bench vise. These people, usually men, want to show strength and power—possibly to cover up an inferiority complex. Meet their needs with flattery.

3. **The "next-to-the-body" handshake.** The arm and elbow are bent and the right hand stays close to the side. This is the handshake favored by politicians and others who are hesitant to take risks. Use caution with these folks.

4. **The impelling handshake** is used by people who never miss an opportunity to shake hands. As soon as they meet you, they thrust their hand forward and shake with vigor. They seem insecure, so use more insistence than usual.

5. **The nongripping handshake.** Not really a handshake at all. The hand is thrust forward and the fingers do not move. These people are saying, "I don't want to get involved." Approach slowly.

6. **The robot.** The hand is offered quickly and automatically. These people are indifferent and self-interested. When dealing with them, show how what you've got to offer is indispensable to their needs.

7. **The jackhammer.** These hand pumpers have a lot of willpower and tend to be inflexible. You'll have to be even more determined than they are.

8. **The prison handshake.** These people hold your hand and won't give it back until they've got your full attention. These people may be opportunists. Emphasize what good fortune it is that you've met, and pursue your objectives.

9. **The normal handshake.** This open, honest handshake means you can trust your instincts with the person who gives it.

—J. T. Auer, *The Joy of Selling*

51847 1016

Source: https://www.industrydocuments.ucsf.edu/docs/xfjy0000

Accidents Will Happen .... Or Not!

This is to remind you of the procedures for reporting an on-the-job accident. This is not for automobile accidents, this information is for your personal bodily injury (i.e., you were hit by a falling piano, slipped on a banana peel, etc.) while doing your job for RJRT: First, you must call KEMPER TELEPLUS, 1-800-753-6737) and report every thing that happened to you. If you feel you should see a physician, ask Kemper to recommend a Workers' Compensation doctor in your area. Second, you must call your manager and me. I will ask you specific questions (where, how, when) so have that information at your finger tips. This is Company procedure and must be strictly adhered to.

Remember: Be careful out there!

Ann Alvich

Maintenance of your Company Vehicle

From the Field Sales Employee Handbook: "Enforcement of a good preventive maintenance program cannot be over-stressed. Spending a little time and a few dollars now for preventive maintenance can avoid major repair dollars later. Company vehicles that are properly maintained should not develop serious mechanical problems prior to replacement time. The manufacturer's manual should be used as a guide to ensure compliance with warranty requirements.. The most important element to the preventive maintenance program is you, the driver. Non-compliance with the program will be considered driver negligence." On page 3 of the Company Vehicle section of your Employee Handbook there is a preventive maintenance schedule. This schedule specifically states that engine oil should be checked at every fill-up or 400 miles; check tire pressure weekly.

51847 1020

Pay Register Info:

If you haven't already done so please return your pay register immediately. Remember to include an explanation next to any changes that you have made.

The last day of approval is Thursday April 30th. 1st quarter checks will be mailed out the week of May 11th.

(As always do not call the ROU looking for checks that were not delivered until after June 11th.)

Source: https://www.industrydocuments.ucsf.edu/docs/xfjy0000

Submit all articles for the Metro Report to Debbi no later than Monday May 11th.

RJR Nabisco Holdings Corp.

RJR NABISCO HLDS (NYSE:RN)					
Last Trade Apr 21 · 29 1/8	Change 0 (0.00%)		Prev Cls 29 1/8	Volume 0	Div Date Apr 1
Day's Range 0 - 0	Bid N/A	Ask N/A	Open 0	Avg Vol N/A	Ex-Div Mar 11
52-week Range 27 - 38 1/16	Earn/Shr 1.09	P/E 26.72	Mkt Cap N/A	Div/Shr 2.05	Yield 7.04

Another Phrase by Charles N.J. Dabaghian:

"Today's Challenge is Tomorrow's Conquest"

"Mrs. Harriet Schwartz? This is Zathu Nanonga of the Masai. ... Are you missing a little boy?"

Thanks to everyone who returned their name badges following the recent training in Atlantic City. However, we are missing several badges from every division. Please return any badges in your possession to the ROU immediately.

Division	Number of Missing Badges	
	Sales	Retail
1221	5	
1222	7	4
1223	2	4
1224	3	
1225	5	
1226	4	3
1229	5	3

51847 1021

Source: https://www.industrydocuments.ucsf.edu/docs/xfjy0000